

Message Text

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ORIGIN NEA-09

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DRAFTED BY: FMD/L&LP: CEDOBINS

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ARIC: ERBEVIS

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R 281715Z APR 75

FM SECSTATE WASHDC

TO USINT BAGHDAD

UNCLAS STATE 098033

E.O. 11652: N/A

TAGS: ETRD, EPAP, IZ

SUBJECT: CATTLE TENDER

1. ON APRIL 8 OWNBY CATTLE AND REALTY COMPANY, RICHMOND, VIRGINIA
CABLED HIS EXCELLENCY NOORI ALWARI, DIRECTOR OF ANIMAL RESEARCH
AND PURCHASES, MINISTRY OF AGRICULTURE, BAGHDAD, IRAQ AS FOLLOWS:

QUOTE: RE YOUR TENDER NUMBER 10/75 DUE APRIL 15, 1975:

1. WE ARE READY, WILLING AND ABLE TOEXPORT 10,000 HEAD
OF AMERICAN FRIESIAN HEIFERS PER TENDER OFFER NUMBER 10/75.
WE SINCERELY POINT OUT THAT THE TENDER DOCUMENTS AS WRITTEN
NEED FURTHER DEFINITION AND CERTAIN MODIFICATIONS IN IRAQ'S
BEST INTEREST.

2. OWNBY EXPORT COMPANY NOW EXPORTING REGULARLY FROM USA
TO 17 FOREIGN COUNTRIES.

3. UPON YOUR CABLED INVITATION WE ARE PREPARED AT OWNBY'S
EXPENSE TO COME TO IRAQ AND DISCUSS THE MATTER WITH YOU IN
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MORE DETAILS.

4. FOLLOWING OUR VISIT WITH YOU WE ARE PREPARED TO INVITE
YOU TO RICHMOND, VIRGINIA, USA TO SEE OUR HERDS AND WE ARE
WILLING TO DEFRAY SOME OF YOUR COSTS FOR SUCH A TRIP.

5. WE SINCERELY BELIEVE THAT A NEGOTIATION APPROACH WOULD BE
IN IRAQ'S BEST INTEREST IN THIS MATTER. END QUOTE

2. THE OWNBY COMPANY STATES THE SPECIFICATIONS SET FORTH IN THE
TENDER DO NOT PROTECT IRAQ'S BEST INTEREST AND IT IS THEIR BELIEF
THAT NO COUNTRY CAN FULFILL THIS AS SUBMITTED. THE U.S. COMPETI-
TION IS THE U.K., DUTCH AND IRISH INTEREST. OWNBY COMPANY STATES
THEY CAN PERFORM IF GIVEN THE OPPORTUNITY TO MEET WITH THE DIRECTOR
OF ANIMAL PURCHASES AND PERSUADE HIM TO COME TO THE USA TO LOOK AT
U.S. HOLSTEINS. THE TENDER REALLY NEEDS TO BE DISCUSSED AND
REALIGNED IN ORDER TO OBTAIN BEST QUALITY RESULTS AND BEST PRICE
STRUCTURE.

3. OWNBY HAS NOT RECEIVED REPLY TO APRIL 8 CABLE AND WOULD
APPRECIATE ANY ASSISTANCE USINT CAN OFFER. PLEASE KEEP US
INFORMED.

KISSINGER

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